

# Reclamation Manual

Reclamation Acquisition Regulation System

401 DM Addition to FAR &amp; DIAR

PART WBR 1415 -- CONTRACTING BY NEGOTIATION

WBR 1415

## PART WBR 1415

### CONTRACTING BY NEGOTIATION

#### TABLE OF CONTENTS

#### SUBPART WBR 1415.1 -- GENERAL REQUIREMENTS FOR NEGOTIATION

WBR 1415.103	Converting from sealed bidding to negotiation procedures.
WBR 1415.106-2	Audit and Records--Negotiation clause.

#### SUBPART WBR 1415.4 -- SOLICITATION AND RECEIPT OF PROPOSALS AND QUOTATIONS

WBR 1415.402	General.
WBR 1415.404	[Reserved].
WBR 1415.405	[Reserved].
WBR 1415.405-1	[Reserved].
WBR 1415.406	Preparing requests for proposals (RFPs) and requests for quotations (RFQs).
WBR 1415.406-3	[Reserved]
WBR 1415.406-5	Reclamation representations and instructions.
WBR 1415.410	Amendment of solicitations before closing date.
WBR 1415.411	Receipt of proposals and quotations.
WBR 1415.413	Disclosure and use of information before award.
WBR 1415.413-80	Reclamation procedures.

#### SUBPART WBR 1415.5 -- UNSOLICITED PROPOSALS

WBR 1415.504	Advance guidance.
WBR 1415.506	Agency procedures.
WBR 1415.506-80	Reclamation procedures.

#### SUBPART WBR 1415.6 -- SOURCE SELECTION

WBR 1415.600	Scope of subpart.
WBR 1415.604	Responsibilities.
WBR 1415.605	Evaluation factors and subfactors.
WBR 1415.606	Changes in Government requirements.
WBR 1415.608	Proposal evaluation.
WBR 1415.608-70	[Reserved].
WBR 1415.610	[Reserved].
WBR 1415.611	Best and final offers.
WBR 1415.612	Formal source selection.

#### SUBPART WBR 1415.8 -- PRICE NEGOTIATION

WBR 1415.803	General.
--------------	----------

#### WBR 1415.804

Cost or pricing data and information other than cost or pricing data..

#### WBR 1415.804-2

[Reserved].

#### WBR 1415.804-3

[Reserved].

#### WBR 1415.804-6

Instructions for submission of cost or pricing data or information other than cost or pricing data.

#### WBR 1415.805

Proposal analysis.

#### WBR 1415.805-1

General.

#### WBR 1415.806-3

Field pricing reports.

#### WBR 1415.807

Prenegotiation objectives.

#### WBR 1415.808

Price negotiation memorandum.

#### SUBPART WBR 1415.9 -- PROFIT

#### WBR 1415.902

Policy.

#### WBR 1415.905

Profit analysis factors.

#### WBR 1415.905-80

Construction contract actions.

#### WBR 1415.905-81

Architect-engineer services.

## Reclamation Manual

Reclamation Acquisition Regulation System

401 DM Addition to FAR &amp; DIAR

PART WBR 1415 -- CONTRACTING BY NEGOTIATION

WBR 1415.406-5

## PART WBR 1415

## CONTRACTING BY NEGOTIATION

SUBPART WBR 1415.1 -- GENERAL  
REQUIREMENTS FOR NEGOTIATION**WBR 1415.103 Converting from sealed bidding to negotiation procedures.**

The CCO is authorized to make the determination under FAR 14.404-1(e)(1) that use of negotiation is appropriate to complete an acquisition. Negotiations shall be subject to the conditions in FAR 15.103.

**WBR 1415.106-1 Audit and Records--Negotiation clause.**

(a) CO's issuing solicitations and awarding contracts pursuant to a Memorandum of Understanding between Reclamation and the Environmental Protection Agency in support of the Comprehensive Environmental Response, Compensation, and Liability Act of 1980 (CERCLA) shall require contractor retention of cost records for a period of 10 years instead of the 3-year period prescribed in paragraph (d) and subparagraph (d)(1) of the clause at FAR 52.215-2, Audit--Negotiation.

(b) The Director, Office of Acquisition and Property Management, on July 24, 1987, approved a class deviation from the clause at FAR 52.215-2, Audit--Negotiation, requiring the contractor retention of records for 10 years.

(c) In accordance with FAR 52.103(a), contracting officers shall insert "(Deviation)" after the date of the clause and include the 10 year period authorized for retention of cost records under CERCLA in paragraph (d) and subparagraph (d)(1) of the clause.

**SUBPART WBR 1415.4 -- SOLICITATION AND  
RECEIPT OF PROPOSALS AND QUOTATIONS****WBR 1415.402 General.**

To provide for meaningful proposal analysis required by FAR 15.805, the contracting officer shall ensure that the Government cost estimate as required by FAR 15.803(b) is consistent in format and content (based on availability of information) with the instructions which will be given to offerors for submission of pricing proposals (see FAR 15.406-5(b) and 15.804-6(b)(2)). If the estimate does not meet these requirements, it shall be returned to the requisitioner with an explanation of the need for revision.

**WBR 1415.406 Preparing requests for proposals (RFPs) and requests for quotations (RFQs).****WBR 1415.406-3 [Reserved]****WBR 1415.406-5 Reclamation representations and instructions.**

The provisions prescribed in this section may be revised, as necessary, to allow use in construction solicitations prepared in accordance with Part WBR 1436.

(a) *Section L, Instructions, conditions, and notices to offerors or quoters.* The CO -- (1) May insert in RFPs a provision substantially the same as the provision at WBR 1452.215-80, Source Evaluation and Selection Procedures -- Bureau of Reclamation when the CO determines that it is necessary;

(2) Shall insert in RFPs a provision substantially the same as the provision at WBR 1452.215-81, General Proposal Instructions -- Bureau of Reclamation. If alternate proposals are solicited, the provision shall be used with its Alternate I;

(3) Shall insert in RFPs a provision substantially the same as the provision at WBR 1452.215-82, Technical Proposal Instructions -- Bureau of Reclamation;

(4) Shall insert in RFPs a provision substantially the same as the provision at WBR 1452.215-83, Pricing Proposal Instructions -- Bureau of Reclamation, when cost or pricing data are not required. If electronic information is required, the provision shall be used with its Alternate I; and

(5) Shall insert in RFPs a provision substantially the same as the provision at WBR 1452.215-84, Pricing Proposal Instructions and Submission of Cost accomplishing socioeconomic programs under the contract. The contractor's performance under this factor measures the or Pricing Data -- Bureau of Reclamation, when cost or pricing data are required. If electronic information is required, the provision shall be used with its Alternate I.

(b) *Section M, Evaluation factors for award.* The CO shall --

(1) Insert in RFPs a provision substantially the same as the provision at WBR 1452.215-85, Evaluation Factors for Award -- Technical Predominance -- Bureau of Reclamation, when technical quality, as an evaluation factor, has been determined to be more important than cost or price to the Government;

(2) Insert in RFPs a provision substantially the same as the provision at WBR 1452.215-86, Evaluation Factors for Award -- Cost/Price Predominance -- Bureau of Reclamation, when cost or price to the Government, as an evaluation factor, has been

# Reclamation Manual

Reclamation Acquisition Regulation System

401 DM Addition to FAR &amp; DIAR

PART WBR 1415 -- CONTRACTING BY NEGOTIATION

WBR 1415.410

determined to be more important than technical quality; or

(3) Insert in RFPs a provision similar to the provisions in subparagraphs (b)(1) or (b)(2) above where technical quality and cost or price to the Government, as evaluation factors, are considered of equal importance, or in situations where other evaluation methods will be utilized (see Part 3 of the Reclamation Source Selection Handbook (SSH)). When using a special provision under this subparagraph (b)(3), the provision shall be entitled "Evaluation Factors for Award -- Bureau of Reclamation, (WBR 1415.406-5(c))."

## **WBR 1415.410 Amendment of solicitations before closing date.**

The CO shall ensure that the Government cost estimate accompanying a requisition is reviewed and revised, as necessary, to take into account any solicitation amendments which make changes in quantity, specifications, delivery schedules, or other requirements which affect cost or price.

## **WBR 1415.411 Receipt of proposals and quotations.**

(a) The CO shall be responsible for safeguarding proposals and quotations after receipt in accordance with the procedures in WBR 1403.104-5 which include marking the cover page of each item of material listed in FAR 3.104-4(k)(2) with the legend required by FAR 3.104-5(c).

(b) After complying with the procedures referenced in paragraph (a) above, the CO shall establish a record of distribution (to be placed in the contract file) before releasing proposals for evaluation.

## **WBR 1415.413 Disclosure and use of information before award.**

## **WBR 1415.413-80 Reclamation procedures.**

Notwithstanding the policies and procedures contained in DIAR 1415.413-70, the CCO is authorized to release proposals outside the Government for evaluation --

(a) Under the conditions in FAR 15.413-2(d);

(b) After legal concurrence has been obtained from the local Office of the Solicitor that such action is not precluded by the Federal Advisory Committee Act (5 U.S.C. App.I); and

(c) After individuals to be involved have completed Optional Form 333 (see WBR 1403.104-12(g)) and form DI-1960.

## **SUBPART WBR 1415.5 -- UNSOLICITED PROPOSALS**

### **WBR 1415.504 Advance guidance.**

The information required by FAR 15.504 to be provided to potential offerors of unsolicited proposals is contained in the "Bureau of Reclamation Unsolicited Proposal Handbook" (see WBR 1415.506-80) which shall be made available free to potential offerors upon request.

### **WBR 1415.506 Agency procedures.**

### **WBR 1415.506-80 Reclamation procedures.**

(a) The "Bureau of Reclamation Unsolicited Proposal Handbook" is prescribed for use in the submission of unsolicited proposals. The handbook is issued and maintained by AAMS, (D-7800).

(b) As required by FAR 15.504, the CCO shall serve as contact point for submission of unsolicited proposals.

## **SUBPART WBR 1415.6 -- SOURCE SELECTION**

### **WBR 1415.600 Scope of subpart.**

This subpart prescribes policies and procedures for source selection in competitive negotiated acquisitions.

### **WBR 1415.604 Responsibilities.**

In addition to the duties outlined in FAR 15.604(c), the CO shall be responsible for conducting competitive, negotiated acquisitions using the professional guidance contained in the Bureau of Reclamation Source Selection Handbook (SSH) as prescribed in WBR 1415.612. The SSH is issued and maintained by the AAMS, (D-7800).

### **WBR 1415.605 Evaluation factors and subfactors.**

The factors to be used in evaluating proposals shall be stated in the solicitation as required by FAR 15.605 in accordance with the guidance contained in Part 3 of the SSH and using the provisions prescribed in WBR 1415.406-5.

### **WBR 1415.606 Changes in Government requirements.**

For each change in requirements made after receipt of proposals pursuant to FAR 15.606(a), the CO shall ensure that the Government cost estimate is reviewed by the office which prepared it, and revised as necessary (see WBR 1415.410).

### **WBR 1415.608 Proposal evaluation.**

(a) The CO shall be responsible for ensuring that all documents which contain proprietary or source selection

# Reclamation Manual

Reclamation Acquisition Regulation System

401 DM Addition to FAR &amp; DIAR

PART WBR 1415 -- CONTRACTING BY NEGOTIATION

WBR 1415.807

information (see FAR 3.104-4(j) and(k)) are protected as required by WBR 1403.104-5 and 1415.411.

(b) A format substantially the same as the format illustrated in WBR 1453.303-1415-1, Technical Proposal Evaluation Committee Appointment Memorandum, shall be used to notify individuals of appointment to serve as procurement officials in order to evaluate proposals or provide advice on evaluation of proposals.

(c) Violations or suspected violations of Section 27 of the Office of Federal Procurement Policy Act, as amended, shall be reported and processed in accordance with WBR 1403.104-11 before any action is taken to reject a proposal under FAR 15.608(b)(5).

(d) As required by FAR 15.608(a) and 15.805-1(b), a written cost or price evaluation must be made in order to determine that an estimated cost or proposed price is fair and reasonable and to determine the offeror's understanding of, and ability to perform, the work required. A reasonableness determination based solely on a finding that adequate price competition was obtained, without additional documented cost or price evaluation, is insufficient.

## WBR 1415.611 Best and final offers.

If a request for best and final offers specifies submission of offers to an office or location other than that designated in the solicitation for receipt of proposals, an amendment to the solicitation which formally changes the location shall be issued concurrently with the request.

## WBR 1415.612 Formal source selection.

(a) As required by DIAR 1415.612, the SSH is prescribed as professional guidance for use by personnel involved in the conduct of competitive, negotiated acquisitions. Its instructions and procedures are not directive, but shall be used by the CO to determine the appropriate strategy for a specific acquisition commensurate with the nature and complexity of the acquisition. No other "formal" procedures are prescribed for use.

(b) Unless otherwise delegated by the HCA, the CO shall be the source selection authority.

## SUBPART WBR 1415.8 -- PRICE NEGOTIATION

### WBR 1415.803 General.

Pursuant to FAR 15.803(d), the CCO is authorized to resolve contract actions involving an impasse on price or profit/fee between the CO and the contractor.

### WBR 1415.804 Cost or pricing data and information other than cost or pricing data.

### WBR 1415.804-6 Instructions for submission of cost or pricing data or information other than cost or pricing data.

(a) In complying with the requirements of FAR 15.804-6(a), the CO shall specify the cost or pricing information to be submitted with a proposal using a provision substantially the same as those prescribed in WBR 1415.406-5(a)(4) or (a)(5).

(b) The CCO is authorized to resolve actions involving an offeror which, in response to a request by the CO, refuses to submit cost or pricing data or correct deficient data.

### WBR 1415.805 Proposal analysis.

#### WBR 1415.805-1 General.

(a) It is Reclamation's policy that each contracting office shall have a full-time cost/price analyst to assist the CO in analyzing cost and pricing data, preparing price and/or cost analyses, developing prenegotiation objectives, and conducting negotiations, unless such resources are inappropriate based on the office's workload and/or the size of the acquisition workforce.

(b) The individual who prepared the initial Government cost estimate for an acquisition action should assist the CO by conducting a technical analysis of any cost proposal associated with the action and in preparing for, or conducting, negotiations.

#### WBR 1415.806-3 Field pricing reports.

Field pricing reports shall be ordered, using a memorandum format essentially the same as WBR 1453.303-DI-1902 from the U.S. Department of the Interior, Office of the Assistant Inspector General for Audits, Director of External Audits, Attention: Contract Audits Analyst, 1550 Wilson Boulevard, Suite 725, Arlington, Virginia 22209.

### WBR 1415.807 Prenegotiation objectives.

(a) In accordance with the requirements of FAR 15.805-1(a) and 15.807, prenegotiation objectives shall be developed for CO approval only by the contract negotiator, contract specialist, price analyst or other qualified individual who is assigned this responsibility by the CO. The objectives shall be established using Section I (Prenegotiation Plan) of the format illustrated in WBR 1453.303-1415-2, Price Negotiation Memorandum, for all pricing actions exceeding \$25,000 except those conducted pursuant to FAR Part 13 where the documentation requirements of FAR 13.106 shall be followed. A single Prenegotiation Plan may be prepared which contains separate prenegotiation objectives for each proposal in the competitive range. Significant variances between the

## Reclamation Manual

Reclamation Acquisition Regulation System

401 DM Addition to FAR &amp; DIAR

PART WBR 1415 -- CONTRACTING BY NEGOTIATION

WBR 1415.808

Government cost estimate and prenegotiation objective(s) shall be documented including any supporting information received from the individual who prepared the estimate.

(b) Prenegotiation objectives prepared in accordance with paragraph (a) above shall be reviewed in accordance with procedures for independent review required under WBR 1401.7182. The purpose of the review is to ensure that the negotiator (or team) is prepared to enter into meaningful negotiations based on a realistic and fair plan which is achievable. The extent of the review should be directly related to the dollar value and complexity of the individual acquisition action.

(c) For pricing actions exceeding \$500,000 and which involve construction contract claims, construction-related supply contract claims, or requests for equitable adjustments arising under construction or construction-related supply contracts (other than requests submitted as a result of a unilateral change order modification), the CO may request a technical analysis from Construction Management, D-8160, prior to establishing prenegotiation objectives (see WBR 1433.210-80).

(d)(1) Except as required by WBR 1449.111, prenegotiation objectives shall be approved prior to negotiation of pricing actions of \$500,000 or less in accordance with regional office procedures. Such procedures shall include approval required for exceeding the total prenegotiation objective by more than 15 percent.

(2) For pricing actions exceeding \$500,000, prior approval of prenegotiation objectives shall be obtained from the AAMS, D-7800, as required by WBR 1401.7181-2(b). New approval shall be obtained prior to exceeding the total prenegotiation objective by more than 15 percent as required by WBR 1401.7181-2(b)(4).

#### WBR 1415.808 Price negotiation memorandum.

(a) Section II (Price Negotiation Summary) of the format illustrated in WBR 1453.303-1415-2, Price Negotiation Memorandum shall be used to meet the requirements for price negotiation memoranda contained in FAR 15.808 and DIAR 1415.808. A single Price Negotiation Summary may be prepared which contains separate negotiation summaries for each proposal.

(b) When determined necessary by the CO, the Government cost estimate shall be revised by the office which prepared it to reflect any clarifications or changes in the scope of work which were identified during negotiations. The revisions shall be discussed in Section B of the format prescribed in paragraph (a) above.

#### SUBPART WBR 1415.9 – PROFIT

##### WBR 1415.902 Policy.

(a) If the total profit or fee prenegotiation objective calculated using the structured approach exceeds the amount proposed by an offeror or contractor, the contractor proposed amount shall be used as the maximum prenegotiation objective.

(b) Reclamation profit policy for construction and architect-engineer services contracts is contained in WBR 1415.905-80 and 1415.905-81, respectively.

##### WBR 1415.905 Profit analysis factors.

##### WBR 1415.905-80 Construction contract actions.

The procedures in this section shall be used for establishing profit objectives for negotiated construction contracts, including modifications, when cost analysis has been used in establishing prenegotiation objectives and the contract action is expected to exceed \$100,000.

(a) Calculation of profit objective. The rate listed for a factor in paragraph (b) of this section shall be multiplied by the assigned weight (ranging from .03 to .12) to obtain the profit percentage for the factor. The individual factor percentages shall then be added to obtain the total profit rate objective for the contract action. Additional factors may be used as prescribed in paragraph (c) of this section.

##### (b) Factors.

(1) Subcontracting (Rate = 25). This factor considers the extent of subcontracting to be used by the contractor in performing the work. For efforts where 60 percent or more of the cost of the work will be expended through the use of subcontracts, a weighting of .03 shall be assigned. Greater weights may be assigned in proportion to the use of less subcontracting.

(2) Risk (Rate = 20). This factor measures the contractor's risk in performing the required work. In assigning the weight, the following factors should be considered:

(I) The quality and diversity needs of the tasks required;

(ii) the approach needed to perform the work, including the types and quantities of direct labor; and

(iii) any special controls which may be required. In addition, the percentage of work already completed under a change order prior to definitization should be considered, since the degree or risk lowers as the work is completed (see WBR 1443.204(b)(4)). Generally, weighting should not exceed .06 when 50 percent or more of the work has already been performed, except

## Reclamation Manual

Reclamation Acquisition Regulation System

401 DM Addition to FAR &amp; DIAR

PART WBR 1415 -- CONTRACTING BY NEGOTIATION

WBR 1415.905-81

when a price ceiling has been imposed on the work.

(3) *Complexity (Rate = 15)*. This factor measures the complexity of the work, and technical and administrative skills required, and the nature of any technical specifications which govern the work. For difficult and complex work which significantly varies from other work being performed under the contract, a weighting of .12 may be appropriate; the weighting should be proportionately reduced to .03 for the simple tasks performed.

(4) *Size (Rate = 15)*. This factor considers the estimated cost of the work to be performed. If the estimated amount is between \$100,000 and \$5,000,000, proportional weightings of .12 to .04 shall be assigned. Amounts in excess of \$5,000,000, should use a weighting of .03.

(5) *Period (Rate = 15)*. This factor measures the length of time estimated to accomplish the work by giving:

- (i) the greatest weight to performance in excess of 24 months;
- (ii) proportionately weighting work of shorter duration to a minimum of .03 for jobs which can be completed in less than 30 days; and
- (iii) a not-to-exceed weighting of .03 when additional time is not required under a modification.

(6) *Investment (Rate = 10)*. This factor measures the extent of the contractor's investment including:

- (i) use of any contractor facilities to perform the work versus government-furnished property required;
- (ii) any mobilization payment required;
- (iii) the extent to which the contractor is using its own labor resources to perform the work; and
- (iv) the method and frequency of progress payments to be made and their impact on the contractor's cash flow. The greater the contractor's investment, the higher the weighting which may be assigned.

(c) *Additional factors*. The following factors, to be weighted from .03 to .10, may be used, in addition to those in paragraph (b) of this section if determined by the CO to be applicable to the contract action.

(1) *Performance (Rate = 5)*. This factor shall be used for modifications when the contractor's demonstrated performance in accomplishing the work under the contract has been consistently above average. In evaluating this factor, consideration should be given to reviewing:

- (I) the contractor's record in meeting performance schedules;

(ii) reliability and validity of proposal cost estimates;

(iii) degree of cooperation displayed in meeting contract objectives;

(iv) timeliness of proposal submissions; and

(v) overall compliance with contract clauses and requirements.

(2) *Socioeconomic program implementation*

(Rate = 5). This factor shall be used for modifications when the contractor has demonstrated consistent performance in accomplishing socioeconomic program objectives under the contract. Weight shall be given to the contractor's performance under its Subcontracting Program, or documented compliance with socioeconomic contract clauses.

### WBR 1415.905-81 Architect-engineer services.

The procedures in this section shall be used for establishing profit objectives for architect-engineer services contracts, including modifications, when a cost analysis has been used in establishing prenegotiation objectives and the contract action is estimated to exceed \$100,000.

(a) *Calculation of profit objective*. The rate listed for a factor in paragraph (b) below shall be multiplied by the weight assigned to the factor (.07 to .15, except for subparagraphs (b)(2) and (b)(5) which shall use weights of .03 to .15) to obtain the profit percentage for the factor. The individual factor percentages are then added to obtain the total profit rate objective for the contract action.

(b) *Factors*.

(1) *Subcontracting (Rate = 25)*. This factor considers the extent of subcontracting to be used by the contractor in performing the work. For efforts where 50 percent or more of the cost of the work will be expended through subcontracts, a weighting of .07 shall be assigned. Greater weights may be assigned in proportion to the use of less subcontracting.

(2) *Risk (Rate = 20)*. This factor measures the degree of the contractor's risk. Evaluation of risks in performing the work should consider:

(i) the quality and diversity needed for the tasks required;

(ii) the approach needed to perform the work (including the types and quantities of direct labor); and

(iii) any special controls which may be required. Generally, weighting should not exceed .06 when 50 percent or more of the work has already been performed, except when a price ceiling has been imposed on the work.

## Reclamation Manual

Reclamation Acquisition Regulation System

401 DM Addition to FAR &amp; DIAR

PART WBR 1415 -- CONTRACTING BY NEGOTIATION

WBR 1415.905-81

(3) *Complexity (Rate = 15)*. This factor measures the complexity of the design work and technical engineering and administrative skills required. If the nature of the design work is most difficult and complex, the weighting should be .15 and should be proportionately reduced to .07 for the simplest of engineering tasks.

(4) *Size (Rate = 15)*. This factor considers the estimated cost of the work to be performed. If the estimated cost is between \$100,000 and \$1,000,000, proportion weightings of .12 to .08 shall be assigned; for amounts in excess of \$1,000,000 a weighting of .07 shall be used.

(5) *Period (Rate = 15)*. This factor measures the length of time required to accomplish the work with the greatest weight given to performance in excess of 180 days. Work of shorter duration should be proportionately weighted to a minimum of .07 for jobs which can be completed in less than 60 days. Weighting should not exceed .03 when additional time is not required under a modification.

(6) *Investment (Rate = 10)*. This factor measures the extent of the contractor's investment including:

(i) use of any contractor facilities to perform the work versus government-furnished property required;

(ii) the extent to which the contractor is using its own engineering resources to perform the work; and

(iii) the method and frequency of progress payments to be made and the impact on the contractor's cash flow. The greater the contractor's investment, the higher the Weighting which may be assigned.

(c) *Additional factors*. The following factors, to be weighted from .03 to .10, may be used in addition to those in paragraph (b) of this section if determined by the CO to be applicable to the contract action.

(1) *Performance (Rate = 5)*. This factor shall be used for modifications when the contractor's demonstrated performance in accomplishing the work has been consistently above average. In evaluating this factor, consideration should be given to:

(i) reviewing the contractor's record in meeting performance schedules;

(ii) reliability and validity of proposal cost estimates;

(iii) degree of cooperation displayed in meeting contract objectives;

(iv) timeliness of proposal submissions; and

(v) overall compliance with contract clauses and requirements.

(2) *Socioeconomic program implementation (Rate = 5)*. This factor shall be used to measure the contractor's demonstrated performance in accomplishing socioeconomic programs under the contract. The contractor's performance under this factor measures the length of time required to accomplish the work with the greatest weight given to performance in excess of 180 days. Work of shorter duration should be proportionately weighted to a minimum of .07 for jobs which can be completed in less than 60 days. Weighting should not exceed .03 when additional time is not required under a Subcontracting Program, or documented compliance with socioeconomic contract clauses.